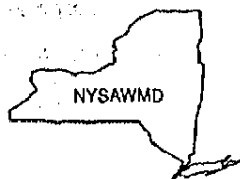


1996

TRADE DIRECTORY ANNUAL MEETING JOURNAL

***NEW YORK STATE
ASSOCIATION OF
WHOLESALE MARKETERS
& DISTRIBUTORS***



ANNUAL MEETING

***RYE TOWN HILTON
Rye Brook, New York
August 15 – 18, 1996***

THIRTY-SEVENTH ANNUAL MEETING

NEW YORK STATE ASSOCIATION OF WHOLESALE MARKETERS AND DISTRIBUTORS
RYE TOWN HILTON

PROGRAM

THURSDAY, AUGUST 15

2:30 - 5:00 P.M.	REGISTRATION - Westchester Ballroom Assembly. Pick up meeting KIT, Gifts sign up for Tournament.	6:30 P.M.	RECEPTION - Penfield's Patio Sponsored by Liggett & Myers Tobacco
		7:30 P.M.	DINNER - Westchester Ballroom B

FRIDAY, AUGUST 16

6:45 A.M.	GOLF TOURNAMENT - Briar Hall Country Club Course (Men-Women) Sponsored by Lorillard Tobacco Co. Golf balls provided. Golfers only luncheon at 9th Hole.	7:45 P.M.	DINNER AND AWARDS Wine courtesy of Philip Morris USA Sports Winners Presentation "Brown & Williamson Tobacco First Lady of the Industry Award" Gerry Kirst of E.P. Kirst & Sons Honoree previously or currently actively engaged in management and decisions of a member firm, positively contributed to the industry, Association and enhancement of the image of the Tobacco and Confectionery Distribution Network. Final selection in conjunction with management of the Brown & Williamson Tobacco Corporation. Presentation by Tommy Parks, Section Sales Mgr. of Brown & Williamson Tobacco Corporation.
8:00 A.M.	BREAKFAST - Westchester Ballroom		
10:00 A.M.- 5:30 P.M.	REGISTRATION - Westchester Ballroom Assembly. Pick up meeting KIT, Gifts sign up for Tournament.		
1:00 P.M.	LUNCH - Westchester Ballroom		
3:00 P.M.	TENNIS TOURNAMENT - Outdoor Courts (Men-Women) Sponsored by Brown & Williamson Tobacco Corp. Tennis balls provided, no fees. Tennis players refreshments.		"Legislator of the Year" Assemblyman Jeffrey D. Klein, Presented by the Association to the Legislator who understands the role of the distribution industry in New York State. Presentation by Lenny Schwartz.
5:00 P.M.	ELECTION MEETING - Town of Rye Suite NYSAWMD members only. Drawing for \$1000 Travel Certificate by General Cigar		"Confectionery Manufacturer of the Year" Stephen F. Larkin III, Director, Account Development at Nabisco Biscuit Company. Award by NYSAWMD in appreciation for distinguished and unselfish service. Presented by Michael Button.
6:45 P.M.	RECEPTION - Penfield's Patio Sponsored by R. J. Reynolds Tobacco		Immediately following Dinner & Awards ENTERTAINMENT - GRAND BALLROOM

SATURDAY, AUGUST 17

7:45 A.M.	BREAKFAST - Grand Ballroom For those not attending Education Seminar.	9:00 A.M.	REGISTRATION - Westchester Ballroom Assembly. Late Friday Arrivals Pick up meeting KIT and Gifts.
8:00 A.M. - 11:00 A.M.	EDUCATION BREAKFAST SEMINAR - Westchester Ballroom C & D Open to all attendees • Legislative update • Panel and delegate discussion Drawing for: 1 Color TV donated by Lane Limited (must be present to win).	10:00 A.M.	LADIES BINGO - Westchester Ballroom A & B Sponsored by Brown and Williamson Tobacco Corp. Many valuable prizes.

SATURDAY, AUGUST 17

- 11:30 A.M. PRIZE DRAWINGS** - Westchester Ballroom Assembly. Tickets must be deposited prior to 11:30 A.M. to be eligible to win. You do not have to be present, winners names will be posted at registration desk. Claim prizes before 10:00 A.M. Sunday.
- 12:30 P.M. LADIES PRIVATE LUNCHEON & FASHION SHOW** - Grand Ballroom. Sponsored by R. J. Reynolds Tobacco Company. Hosted by Ladies Auxillary NYSAWMD. Drawing for many prizes, including Gift Certificates donated by NYSAWMD (Open to all).
- 1:00 P.M. LUNCH** - Westchester Ballroom C & D
- 2:00 - 4:30 P.M. INDIVIDUAL CONFERENCES** - Westchester Ballroom A & B
Provision has been made, in a conducive atmosphere in accordance with good business practices, for distributors, suppliers and sales representatives to discuss areas of mutual opportunity.
- 3:00 P.M. CHILDREN'S PARTY** - Town of Rye Suite
Sponsored by M&M MARS. Fun, games, surprises, gifts for children of all registered delegates.
- 6:30 P.M. RECEPTION** - Penfield's Patio
- 7:45 P.M. ANNUAL BANQUET AND AWARDS** - Westchester Ballroom
Wine courtesy of U.S. Tobacco Co.
- Glenda Levine Memorial Plaque**
Accepting, Harold Levine.
Presentation by Lenny Schwartz.
- "AWMA Candy Distributor of the Year"**
Center Candy Corp., Accepting, Abe Mayo. Awarded to a member company for special effort in the merchandising and distribution of confectionery products. Presented by Jackie Cohen, V.P. - Government & Public Affairs of AWMA.
- "Lorillard Citizenship Award"**
Name To be Announced
Board of Directors responsible for selection subject to Lorillard Parameters. Based on outstanding contributions to the community in civic, charitable and social endeavors. Presentation by Randy Spell, V.P. Sales, Lorillard Tobacco Co.
- "Brown & Williamson Tobacco New York Achiever Award"**
Steve Rosenthal of Bonanza Too Co. Presentation by Tom Cunningham, of Brown & Williamson.
- "Captain of the Industry"**
Leonard Schwartz of Globe Wholesale. Presentation by Executive Director, Arthur H. Katz.
- "Distinguished Friend of the Industry"**
Mark A. Young, Region Sales Manager, R.J. Reynolds Tobacco. Awarded by NYSAWMD for outstanding leadership and dedicated service. Presentation by Steve Rosenthal.
- "Man of the Year Award"**
Douglas H. Nelson, V.P. Northeast Region Sales, Philip Morris U.S.A. Awarded by NYSAWMD for inspiring leadership and faithful service. Presentation by Jim Morgan, President & CEO, Philip Morris U.S.A.
- Immediately following Banquet & Awards
LAS VEGAS NIGHT -
GRAND BALLROOM
-

SUNDAY, AUGUST 18

8:00 A.M. - 9:30 A.M. BREAKFAST - Westchester Ballroom

8:00 A.M. NYSAWMD BOARD AND GENERAL MEETING - Town of Rye Suite

Membership Drawing:
1 Color TV donated by Lane Limited.
\$1500 Travel Certificate donated by Hershey Chocolate
Members must be present to win.

1:00 P.M. FAREWELL LUNCHEON - Westchester Ballroom

2:00 P.M. DEPART AT LEISURE - Safe Trip Home!

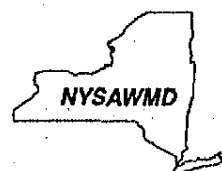
Notes:

1. Wear badge to all Association events.
2. Distributor firms eligible for 1 Travel Certificate only. Must be used within 24 months.
3. Badge Color Key:
Red - Distributor
Yellow - Broker
Blue - Manufacturer
Green - Allied Services



Our 1996 Honorees!

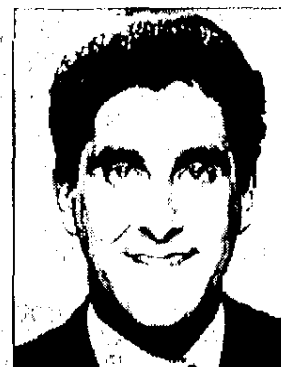
Their Recognition is Deserved!



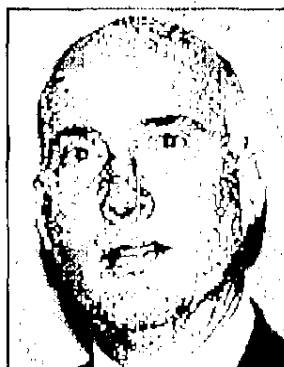
"MAN OF THE YEAR"
DOUGLAS H. NELSON



"CONFECTIONERY MANUFACTURER
OF THE YEAR"
STEPHEN F. LARKIN, III



"LEGISLATOR OF THE YEAR"
ASSEMBLYMAN JEFFREY D. KLEIN



"BROWN & WILLIAMSON TOBACCO
NEW YORK ACHIEVER"
STEVE ROSENTHAL



"DISTINGUISHED FRIEND
OF THE INDUSTRY"
MARK A. YOUNG



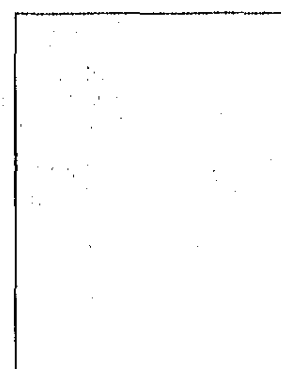
"CAPTAIN OF THE INDUSTRY"
LEONARD SCHWARTZ



"BROWN & WILLIAMSON TOBACCO
FIRST LADY OF THE INDUSTRY"
GERRY KIRST



"AWMA CANDY MERCHANDISER OF THE YEAR"
CENTER CANDY CORP.
ABE MAYO



"LORILLARD CITIZENSHIP"
NAME TO BE ANNOUNCED